

GRAIN TRANSPORTATION REPORT

Agricultural Marketing Service
United States Department of Agriculture

March 16, 1998

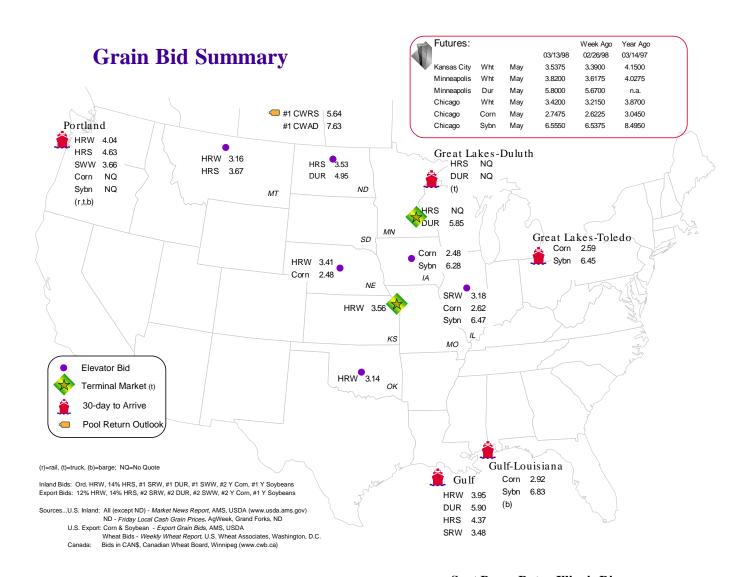


UPCOMING EVENTS...

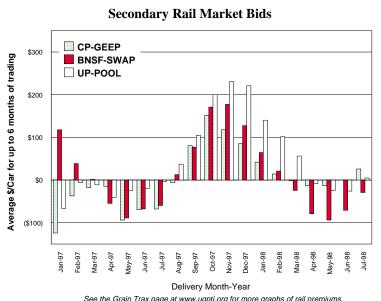
| March 25 | U.S. Army Corps of Engineers Navigation Conference | St. Louis, MO | (314) 331-8591 |
|--------------|--|---------------------|----------------|
| April 26-28 | 96 th Annual Miller's National Federation Meeting | Santa Barbara, CA | (202) 484-2200 |
| May 2-6 | Association of Operative Millers Annual Technical Conf. & Trade Show | Phoenix, AZ | (913) 338-3377 |
| May 4-6 | American Feed Industry Assn. 90 th Annual Convention | Dallas, TX | (703) 524-0810 |
| June 1-3 | National Corn Growers Association and Corn Refiners Association Corn Utilization and Technology Conference | St. Louis, MO | (202) 331-1634 |
| June 11-14 | American Feed Industry Association AgroMexico Show | Guadalajara, Mexico | (703) 524-0810 |
| June 21-25 | Joint American Seed Trade Association/ CSTA Annual Convention | Toronto, Canada | (202) 638-3128 |
| August 26-28 | American Feed Industry Association Feed '98 | Sao Paulo, Brazil | (703) 524-0810 |
| | recu 70 | | |

This report is prepared by Karl Hacker and Karla Martin, Agricultural Economists, Transportation & Marketing, Agricultural Marketing Service, USDA (202) 690-1303. Report design by Kimberly Vachal, Upper Great Plains Transportation Institute, North Dakota State University. You can retrieve this document from our Automatic Fax System by using the handset on your fax machine and dialing (202) 690-1707. This report can be found on the Internet at www.usda.gov/ams/tmd/grain.htm. E-mail comments to Nick_Marathon@USDA.gov.

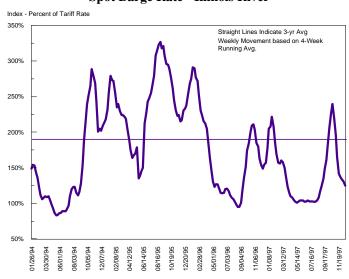
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Spot Barge Rate - Illinois River



See the Grain Trax page at www.ugpti.org for more graphs of rail premiums.



| Rail Car 'Auction' Offerings | | | | | | | | |
|--|---------|--------|---------|--------|--|--|--|--|
| Delivery for: | Apr-98 | | Ma | ıy-98 | | | | |
| | Offered | % Sold | Offered | % Sold | | | | |
| BNSF-COT | 19,891 | 11% | 21,529 | 5% | | | | |
| UP-GCAS | 5,400 | 0% | 5,400 | 0% | | | | |
| Source: Transportation & Marketing /AMS/USDA; www.bnsf.com; www.uprr.com | | | | | | | | |

| Secondary Rail Car Market Average Premium/Discount to Tariff, \$/Car - Last Week | | | | | | | | |
|--|----------------|--|--|--|--|--|--|--|
| Delivery Period | | | | | | | | |
| Mar-98 | Apr-98 | May-98 | Jun-98 | | | | | |
| \$(105) | \$(90) | \$(92) | \$(55) | | | | | |
| \$(103) | \$(122) | \$(88) | \$(100) | | | | | |
| | \$11 | \$18 | \$22 | | | | | |
| | Mar-98 \$(105) | Deliver Mar-98 Apr-98 \$(105) \$(90) \$(103) \$(122) | n/Discount to Tariff, \$/Car - Last Week Delivery Period Mar-98 Apr-98 May-98 \$(105) \$(90) \$(92) \$(103) \$(122) \$(88) | | | | | |

Source: T&M/AMS/USDA. Data from Atwood/ConAgra., Harvest States Co-op, James B. Joiner Co., Tradewest Brokerage Co.;

GF=Guaranteed Freight, GEEP=Guaranteed Eqpt. Exchange, Pool=Guaranteed Pool

note... bids listed are market INDICATORS only & are NOT guaranteed prices, missing value=No Bid Quoted

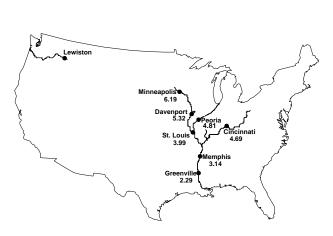
| Railroad Car 'Auction' Results Average Premium/Discount to Tariff, \$/Car - Last Auction | | | | | | | | |
|--|--------|----------|--------|--|--|--|--|--|
| Delivery for: | Apr-98 | Jun-98 | Jul-98 | | | | | |
| COT/N. Wheat | no bid | no bid | no bid | | | | | |
| COT/S. Corn | no bid | no bid | no bid | | | | | |
| GCAS/Region 2 | no bid | no offer | | | | | | |
| GCAS/Region 4 | no bid | no offer | | | | | | |
| Source: T&M/AMS USDA. Data from www.bnsf.com, www.uprr.com, | | | | | | | | |

Southbound Barge Freight Contract Rates* Index=Percent of Tariff, Based on 1976 Tariff Benchmark Rate

| Week ended | River/Region | Contract Period | Rate |
|---------------|--------------------|--------------------|------|
| 3/6/98 | no trades reported | | |

| Southbound Ba | Southbound Barge Freight Rates | | | | | | | |
|--------------------------|--------------------------------|--------|-----------|----------|--|--|--|--|
| | 3/11/98 | 3/4/98 | April '98 | June' 98 | | | | |
| Twin Cities | nq | nq | 145 | 139 | | | | |
| Mid-Mississippi | nq | nq | 124 | 120 | | | | |
| Illinois River | 109 | 106 | 115 | 113 | | | | |
| St. Louis-Cairo | 89 | 90 | 95 | 94 | | | | |
| Lower Ohio | 111 | 108 | 111 | 110 | | | | |
| Cairo-Memphis | 85 | 88 | 93 | 91 | | | | |
| Source: Transportation & | Marketing /AM | S/USDA | | | | | | |

Barge Benchmark Tariff Rates Est. 1976 - 'Tariff No. 7'

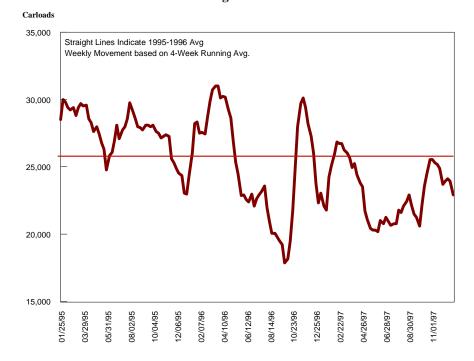


nq- no quote

^{*} Merchants Exchange of St. Louis Daily Barge Call Session

Grain Car Loadings for Class I Railroads

| Class I Railroad Grain Car Loadings | | | | | |
|---|-----------|--|--|--|--|
| Week Ending: | Carloads | | | | |
| 2/21/98 | 23,285 | | | | |
| 2/28/98 | 24,115 | | | | |
| 3/7/98 | 23,362 | | | | |
| Year to Date - 1998 | 220,801 | | | | |
| Year to Date - 1997 | 230,331 | | | | |
| Total 1997 | 1,199,995 | | | | |
| Total 1996 | 1,235,123 | | | | |
| Source: American Association of Railroads | | | | | |



Class I Rail Carrier Grain Car Bulletin

Carloads **East** West Canada Conrail **CSXT** IC NS **BNSF** KCS UP CNCP 03/07/98 796 2,408 1,215 2,959 9,226 532 6,226 2,583 4,724 2,744 3,116 This Week Last Year 654 2,557 2,035 8,551 568 9,114 5,220 1998 YTD 7,288 23,134 11,648 23,894 84,894 6,501 63,442 25,257 38,422 1997 YTD 4,939 22,747 25,092 76,739 5,791 76,897 23,893 37,410 17,170 1996 Total 129,714 31,733 111,509 48,695 131,568 432,687 30,009 439,865 181,387 1995 Total 37,851 133,755 61,612 139,043 410,274 34,393 447,786

Source: American Association of Railroads

Tariff Rail Rates for Unit Train Shipments

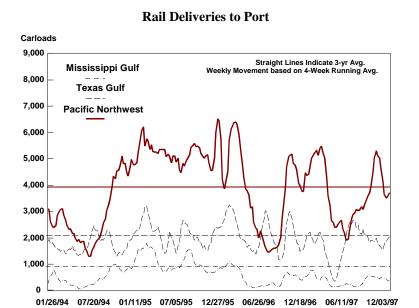
March 1998

| Date | Tariff | | | | Rate | Rate Per | Rate/Per |
|-----------|--------|-----------|-----------------|--------------|---------|----------|----------|
| Effective | Item | Commodity | Origin | Destination | Per Car | MT | Bushel* |
| 01/17/98 | 45560 | Wheat | Minneapolis, MN | Houston, TX | \$2,050 | \$18.60 | \$0.62 |
| 11/06/97 | 43521 | Wheat | Minneapolis, MN | Portland, OR | \$4,027 | \$36.54 | \$1.21 |
| 11/17/97 | 46531 | Wheat | Kansas City, MO | Houston, TX | \$1,450 | \$13.16 | \$0.44 |
| 01/13/98 | 43586 | Wheat | Kansas City, MO | Portland, OR | \$3,812 | \$34.59 | \$1.14 |
| 01/13/98 | 43581 | Wheat | Omaha, NE | Portland, OR | \$3,505 | \$31.81 | \$1.05 |
| 09/16/97 | 31040 | Corn | Minneapolis, MN | Portland, OR | \$2,865 | \$22.87 | \$0.80 |
| 01/15/98 | 33111 | Corn | Kansas City, MO | Houston, TX | \$1,450 | \$11.57 | \$0.41 |
| 10/01/97 | 31035 | Corn | Kansas City, MO | Portland, OR | \$2,600 | \$20.75 | \$0.73 |
| 09/16/97 | 31040 | Corn | Omaha, NE | Portland, OR | \$2,485 | \$19.83 | \$0.70 |
| 11/16/97 | 61180 | Soybean | Minneapolis, MN | Portland, OR | \$3,080 | \$27.95 | \$0.92 |
| 11/16/97 | 61180 | Soybean | Omaha, NE | Portland, OR | \$2,780 | \$25.23 | \$0.83 |

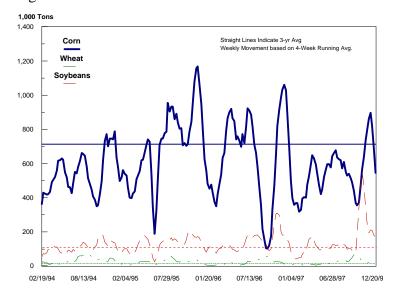
Source: www.bnsf.com

Approximate load per car = 100 tons: Corn 56 lbs/bu, Wheat & Soybeans 60 lbs/bu

| Rail Deliveries to Port Carloads | | | | | | | | | |
|----------------------------------|---|---------------|----------------------|-------------------------|--|--|--|--|--|
| Carioaus | Mississippi Gulf | Texas Gulf | Pacific Northwest | Atlantic & East Gulf | | | | | |
| Week Endi | ing: | | | | | | | | |
| 2/18/98 | 617 | 2,413 | 4,512 | 609 | | | | | |
| 2/25/98 | 395 | 2,168 | 4,992 | 302 | | | | | |
| 3/4/98 | 456 | 2,316 | 3,803 | 176 | | | | | |
| YTD 1998 | 4,088 | 19,752 | 38,588 | 3,443 | | | | | |
| YTD 1997 | 5,794 | 17,105 | 42,713 | 1,953 | | | | | |
| Total 1997 | 20,152 | 93,265 | 194,905 | 9,147 | | | | | |
| Total 1996 | 25,899 | 113,804 | 199,709 | 11,304 | | | | | |
| Source: Transp | Source: Transportation and Marketing/AMS/USDA | | | | | | | | |



Barge Movements - Locks 27



| Barge Grain Movements for week ending 03/07/98 | | | | | | |
|---|--------|-------|--------|--------|--|--|
| | Corn | Wht | Sybn | Total | | |
| | | 1,000 | O Tons | | | |
| Mississippi River | | | | | | |
| Rock Island, IL (L25) | 2 | 0 | 3 | 5 | | |
| Winfield, MO (L25) | 93 | 9 | 56 | 158 | | |
| Alton, IL (L26) | 410 | 9 | 169 | 594 | | |
| Granite City, IL (L27) | 454 | 11 | 164 | 636 | | |
| Illinois River (L8) | 256 | 0 | 99 | 361 | | |
| Ohio (L52) | 29 | 0 | 37 | 150 | | |
| Arkansas (L1) | 2 | 13 | 18 | 33 | | |
| 1998 YTD | 4,087 | 186 | 1,667 | 6,902 | | |
| 1997 YTD | 4,260 | 241 | 1,195 | 6,860 | | |
| Total 1997 | 29,685 | 2,689 | 9,584 | 45,315 | | |
| Total 1996 | 34,210 | 2,348 | 8,297 | 48,963 | | |

Miss YTD: Calendar year totals include Miss/27, Ohio/52 and Ark/1.

Source: U.S. Army Corp of Engineers

U.S. Export Balances* (1,000 Metric Tons)

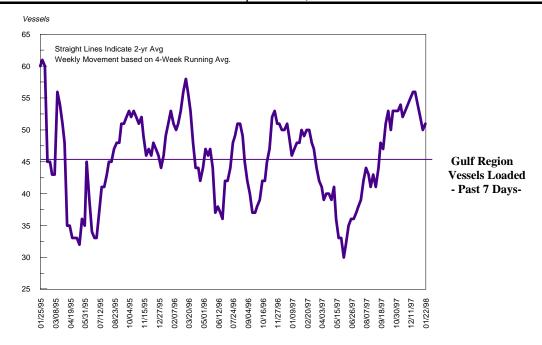
| | | | | Wheat | | | Corn | Soybean | Total |
|------------------------------------|--------|-------|-------|-------|-------|--------|--------|---------|---------|
| | HRW | SRW | HRS | SWW | DUR | All | | | |
| <u>Unshipped Exports-Crop Year</u> | | | | | | | | | |
| 03/05/98 | 1,432 | 213 | 1,052 | 636 | 179 | 3,512 | 6,977 | 2,549 | 13,038 |
| This Week Year Ago | 593 | 153 | 1,028 | 891 | 235 | 2,898 | 9,351 | 3,519 | 15,768 |
| Cumulative Exports-Crop Year | | | | | | | | | |
| 97/98 YTD | 7,668 | 4,447 | 4,765 | 4,436 | 1,019 | 22,334 | 19,374 | 19,117 | 60,825 |
| 96/97 YTD | 6,390 | 3,481 | 6,266 | 4,678 | 699 | 21,513 | 25,426 | 17,681 | 64,620 |
| 95/96 Total | 9,867 | 6,792 | 8,918 | 6,443 | 897 | 32,917 | 55,769 | 23,550 | 112,236 |
| 94/95 Total | 10,157 | 5,453 | 7,686 | 5,837 | 893 | 30,026 | 54,742 | 23,410 | 108,178 |

 $Source: For eign\ Agricultural\ Service \quad YTD-Year-to-Date\ (fas.usda.gov) \quad Crop\ Year:\ Wheat = 5/31-6/01, Corn\ \&\ Soybeans = 9/01-8/31-10/01, Corn\ \&\ Soybeans = 9/01-8/01, Corn\ \&\ Soybeans = 9/01-8/01,$

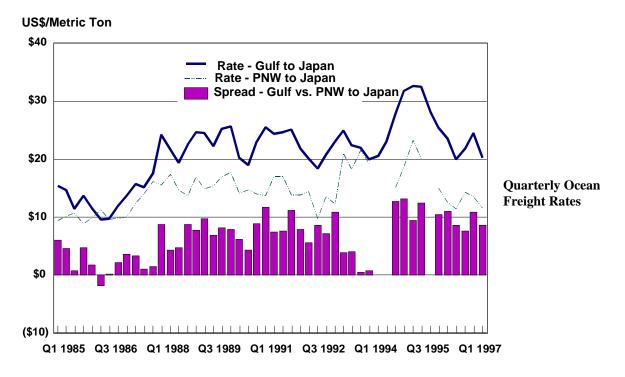
| 20200 01201 02 | <u> </u> | Pacific R | | | for Export - 1,000 Metric Tons Mississippi Gulf | | | Texas Gulf | | |
|----------------|----------|-----------|---------|-------|---|---------|-------|------------|---------|--|
| | Wheat | Corn | Soybean | Wheat | Corn | Soybean | Wheat | Corn | Soybean | |
| 03/12/98 | 208 | 199 | 0 | 70 | 351 | 345 | 147 | 13 | 0 | |
| 1998 YTD ** | 2,018 | 1,774 | 232 | 1,456 | 5,595 | 5,144 | 1,360 | 24 | 419 | |
| 1997 YTD ** | 2,490 | 2,834 | 492 | 697 | 6,869 | 5,811 | 592 | 664 | 352 | |
| % of Last Year | 81% | 63% | 47% | 209% | 81% | 89% | 230% | 4% | 119% | |
| 1997 Total | 11,156 | 9,728 | 1,764 | 6,349 | 28,183 | 18,658 | 5,106 | 1,001 | 1,014 | |

Source: Federal Grain Inspection Service *Year Ago-This Week a Year Ago ** YTD-Year-to-Date

| Select Canadian Ports - Export Inspections 1,000 Metric Tons, Crop Year | | | | | | |
|---|--------|--------------|--------|--|--|--|
| | Wheat | <u>Durum</u> | Barley | | | |
| Week Ended: 03/06/98 | | | | | | |
| Vancouver | 4,239 | 776 | 723 | | | |
| Prince Rupert | 2,715 | 0 | 299 | | | |
| Prairie Direct | 710 | 208 | 239 | | | |
| Thunder Bay | 300 | 267 | 208 | | | |
| St. Lawrence | 2,939 | 1,252 | 9 | | | |
| 1997 YTD Exports | 10,903 | 2,503 | 1,478 | | | |
| 1996 YTD Exports | 7,872 | 2,392 | 2,174 | | | |
| % of Last Year | 139% | 105% | 68% | | | |
| Souce: Canadian Grains Commission *Year Ago-This Week a Year Ago ** YTD-Year-to-Date Crop Year 8/1-7/31 | | | | | | |



| | Gulf | | Pacif | Pacific Northwest | | Vancouver, B.C. | | | |
|------------|----------------------|------------------------|---------------------------|-------------------|--|---------------------|---------|---------------|---------------------|
| 03/05/98 | <u>In Port</u> 47 | Loaded 7-Days 55 | Due Next 10-Days 68 | <u>In Port</u> | | Due Next 10-Days | In Port | Loaded 7-Days | Due Next 10-Days |
| 03/12/98 | 52 | 41 | 62 | | | | 14 | 5 | 6 |
| 1996 Range | (1746) | (3861) | (2788) | | | | | | |
| 1995 Range | (1167) | (2264) | (3190) | | | | | | |
| 1996 Avg | 37 | 46 | 62 | | | | | | |
| 1995 Avg | 31 | 45 | 60 | | | | | | |
| 1995 Avg | 31 | 46 | 61 | | | | | | |



| Quarterly Ocean Freight Rates Weighted Average Rates & Vessel Size, U.S. Dollars/Metric Ton - Basis | | | | | | | | |
|---|-----------------------------|-----------------------------|-------------|----------------------|-----------------------------|-----------------------------|-------------|--|
| | 1997 4 th Qtr | 1996 4 th Qtr | % Change | | 1997 4 th Qtr | 1996 4 th Qtr | % Change | |
| Gulf to | | | | Pacific NW to | | | | |
| Japan | \$22.01 | \$22.64 | -3% | Japan | \$13.34 | \$14.66 | -9% | |
| Mexico | \$13.97 | \$14.96 | -7% | Red Sea/ Arabian Sea | \$20.18 | \$22.74 | -11% | |
| Venezuela | \$13.59 | \$12.62 | 8% | | | | | |
| N. Europe | \$11.34 | \$13.28 | -15% | | | | | |
| N. Africa | \$14.80 | \$15.87 | -7% | Argentina to | | | | |
| | | | | N. Europe | \$16.12 | \$18.15 | -11% | |
| | | | | Japan | \$23.23 | \$30.37 | 14% | |

| Ocean Freight Rates | | | | | |
|--------------------------------|--------------------|---------------------|-----------|-----------------------|--------------------------|
| Export Region | Import Region | Grain | Month | Vessel Size (Tons) | Freight Rate (\$/Ton) |
| Gulf | Japan | Heavy Grains | March/May | 52,000-54,000 | \$18.00-19.25 |
| Gulf | Dominican Republic | Wheat and Corn | March | 18,000 | \$10.95 |
| PNW | Japan | Heavy Grains | March | 54,000 | \$12.85 |
| Paranagua (Brazil) | Poland | Grains | April | 26,700 | \$15.92 |
| River Plate (Argentina) | Algeria | Wheat | March | 25,000 | \$22.25 |
| River Plate (Argentina) | Bueneventura | Corn and Grain | March | 20,000 | \$13.75 |
| Brazil | Lisbon/Hamburg | Heavy Grains/Grains | March | 40,000-53,000 | \$11.25-12.50 |
| South Brazil | Lisbon/Hamburg | Grains | March | 45,000 | \$11.40 |
| Santos (Brazil) | Barcelona | Heavy Grains | March | 52,500 | \$11.20 |
| Source: Maritime Research Inc. | | | | | |